

Message Text

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ACTION PM-04

INFO OCT-01 AF-08 ISO-00 NSC-05 SP-02 SS-15 L-03 H-01

CIAE-00 INR-07 NSAE-00 MC-02 IGA-02 AID-05 EB-08

COME-00 TRSE-00 ACDA-07 /070 W

-----221132Z 037184 /10

R 221020Z MAR 77

FM AMEMBASSY ADDIS ABABA

TO SECSTATE WASHDC 3201

INFO SECDEF WASHDC//OSAA/ISA//

C O N F I D E N T I A L ADDIS ABABA 1711

E.O. 11652: GDS

TAGS: MIL, EAIR, MASS, ET

SUBJ: COMMERCIAL MILITARY SALES - EMERSON ELECTRIC

REF: 76 STATE 286693

1. JOHN W. BURGE, PRESIDENT, AND MERLE L. ENGLE, VICE-PRESIDENT, EMERSON ELECTRIC COMPANY, CALLED ON ECON/COMM COUNSELOR MARCH 18 TO RELATE THEIR DISCUSSIONS WITH ETHIOPIAN OFFICIALS REGARDING EPMG PROCUREMENT OF AN AIR BASE DEFENSE SYSTEM. BURGE AND ENGLE HAD SESSIONS WITH AYALEW MANDEFROM, MINISTER OF NATIONAL DEFENSE, KIFLE WORKU, PERMANENT SECRETARY OF NATIONAL DEFENSE, GENERAL GIZAW, CHIEF OF STAFF, CAPT. (NAVY) HAILE WOLDEMARIAM, MEMBER, PMAC DEFENSE COMMITTEE, AND OTHER HIGH RANKING OFFICIALS. WORKU ALSO GAVE EMERSON REPRESENTATIVES LUNCH AT GHION HOTEL. ACCORDING TO BURTE, TRIP WAS BASICALLY AT EMERSON'S INITIATIVE AS THEY HAD PRESENTED PROPOSAL FOR AIR BASE DEFENSE SYSTEM SEVERAL MONTHS AGO AND WISHED TO ASCERTAIN DEGREE OF EPMG INTEREST ON PART OF EPMG FOR THIS SYSTEM. BURGE SAID THAT DURING SESSION WITH AYALEW, HE STRESSED THAT EPMG DID NOT WISH TO SPEND FUNDS ON DEFENSE BEYOND WHAT WAS ABSOLUTELY NECESSARY AS ETHIOPIA NEEDED TO ALLOCATE ITS SCARCE RESOURCES TO DEVELOPMENT. HE INDICATED THAT WITH RESPECT TO THE AIR BASE DEFENSE SYSTEM THE EPMG WOULD NOT MAKE A DEFINITIVE DECISION UNTIL SUMMER AND

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IMPLIED THAT THIS SYSTEM MAY NOT BE REQUIRED IF A POLITICAL SOLUTION CAN BE FOUND TO THE OUTSTANDING ISSUES BETWEEN ETHIOPIA AND SOMALIA. AYALEW ALSO MADE IT CLEAR THAT WHILE EMERSON SEEMED TO BE THE LEADING CONTENDER FOR PROVISION OF THIS SYSTEM, THE EPMG WAS STILL SHOPPING AROUND AND WOULD OBVIOUSLY BUY FROM THE LOWEST BIDDER. HE ALSO INDICATED THAT IN GENERAL THE EPMG WAS ATTEMPTING TO DIVERSIFY ITS SOURCES OF MILITARY EQUIPMENT.

HE NOTED THAT EPMG USED THREE CRITERIA, - TECHNICAL, FINANCIAL AND POLITICAL - MAKING PROCUREMENT DECISION. HE ALSO STRESSED, HOWEVER, THAT EPMG CONCERN TO BRING GREATER BALANCE INTO ITS PROCUREMENT PROGRAM DID NOT MEAN THAT US SUPPLIERS WOULD BE AUTOMATICALLY ELIMINATED.

2. COMMENT: EMERSON ENJOYS A PARTICULARLY CLOSE RELATIONSHIP WITH THE EPMG BECAUSE OF ITS WORK ON THE SWIFT SHIP PROGRAM. IT IS PRESUMABLY IN A VERY STRONG POSITION TO WIN THE AIR BASE DEFENSE SYSTEM CONTRACT, SHOULD THE EPMG ELECT TO PROCURE SUCH A SYSTEM, AS THE EMERLEC 30 MM GUN WHICH WILL BE THE BASIC FIREPOWER OF THE SYSTEM IS THE SAME AS THAT BEING USED ON THE SWIFT SHIPS AND THE EMERSON RADAR SYSTEM IS THE SAME AS THE ONE IN THE F5E.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, DEFENSIVE WEAPONS SYSTEMS
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977ADDIS01711
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770097-0981
Format: TEL
From: ADDIS ABABA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770337/aaaabfsp.tel
Line Count: 77
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Litigation History:
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Office: ACTION PM
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 STATE 286693
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3041240
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL MILITARY SALES - EMERSON ELECTRIC
TAGS: MILI, EAIR, MASS, ET, US, EMERSON ELECTRIC CO
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/aefe34b4-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009